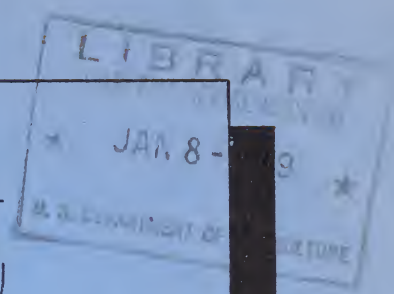


## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



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# List of Publications

**INFORMATION 4**

*(Revised)* **OCTOBER 1958**

**FARMER COOPERATIVE SERVICE  
U. S. DEPARTMENT OF AGRICULTURE**

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARMER COOPERATIVE SERVICE  
WASHINGTON 25, D. C.

JOSEPH G. KNAPP, ADMINISTRATOR

*The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service. Unless otherwise noted, this circular lists the publications currently available from the -*

Information Division  
Farmer Cooperative Service  
U. S. Department of Agriculture  
Washington 25, D. C.

You may obtain from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington 25, D. C., sells Circulars and Bulletins. If you want a larger amount of these two types of publications, you may buy them from that office. Check the right hand columns on pages 51-60 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. Please make your check payable to the Superintendent of Documents.

General Reports and the other miscellaneous publications are not sold, but distributed free in limited quantities by the Farmer Cooperative Service.

If you order several publications, please mark numerical list on pages 51-60. Then tear out the perforated pages and send them in to have your order filled.

NOTE: This list also contains movies on farmer cooperatives produced by Farmer Cooperative Service. See inside back cover.

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## COOPERATION IN GENERAL

### Miscellaneous

#### CO-OPS HAVE A PLACE IN RURAL COMMUNITY PROGRESS

Rural Resource Leaflet 3, 1958. 8 pp.

*One in a series designed to assist in the development of resources in rural areas through the more effective use of existing private and government activities.*

#### FARMER CO-OP PUBLICATIONS - LIST OF MAGAZINES, NEWSPAPERS AND NEWSLETTERS

Information 9, 1958. 98 pp.

*Presents an up-to-date list of membership and publications issued by farmer cooperatives.*

#### LIST OF PUBLICATIONS - FARMER COOPERATIVE SERVICE

Information 4, revised 1958. 63 pp.

*This publication carries available publications by subject and in the back by number and series.*

#### A BIBLIOGRAPHY OF DISSERTATIONS AND THESES ON COOPERATIVES

By Wendell M. McMillan

General Report 42, 1958. 50 pp.

*Lists unprinted doctoral dissertations and masters' theses on cooperatives on file in American colleges and universities, and contains an index.*

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NOTE: This list is ordinarily revised only once a year. Therefore we have left a few blank lines at the end of subject sections. You can then insert brief notes on any new FCS publications you receive announcements of throughout the year if you want to keep this list up to date.

RESEARCH IN AGRICULTURAL COOPERATION - PROBLEM  
AREAS - PRELIMINARY (Reprint of Misc. Report 176, 1953)  
General Report 40, 1958. 53 pp.

*Represents a broad consensus of needed research in agricultural cooperation. Its primary object is to point out specific problems to research workers.*

SOME REASONS WHY FARMER CO-OPS FAIL  
Reprint 149, 1958. 12 pp.

*Contains several articles from the News for Farmer Cooperatives on reasons for cooperative failures and ways to avoid such failures.*

THREE PRINCIPLES OF AGRICULTURAL COOPERATION  
By W. W. Fetrow  
Educational Circular 13, revised 1958.

*A discussion of certain underlying principles having to do with the business set-up and operating methods of farmer cooperatives.*

LEGAL PHASES OF FARMER COOPERATIVES  
By L. L. Hulbert - Revised by R. J. Mischler, 1957  
Bulletin 10, 1957. 376 pp. (Not available to high school students.)

*Carries complete information on legal statutes and bibliography and other legal aspects of farmer cooperatives.*

POPULAR PUBLICATIONS ON FARMER COOPERATIVES  
Information 7, 1957. 14 pp.

*Lists the more popular publications on farmer cooperatives. Includes 3 general types of publications -- those for teachers and cooperatives to use in educational work, those giving general information on farmer cooperatives and those relating particularly to member and public relations work of these associations.*

## FARMER COOPERATIVE FILMS

Information 2, 1956. 35 pp.

*Compiles a current list of motion pictures available from farmer cooperatives, and State and national organizations serving farmer cooperatives.*

## SIZING UP YOUR COOPERATIVE

Educational Circular 11, 1956. 13 pp.

*Outlines the principal factors which serve as co-op yardsticks.*

## THE STORY OF FARMERS' COOPERATIVES

Educational Circular 1, 1956. 30 pp.

*A popular history of farmer cooperatives in this country.*

## FARMER COOPERATIVES IN THE UNITED STATES

FCS Bulletin 1, 1955. 254 pp.

*Gives the status in 1955 of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those wanting a general picture of farmer cooperation. A major revision of FCA Bulletin 54, Agricultural Cooperation in the United States. (Not available to high school students.)*

*Bulletin Reprint 1 - Poultry and Egg Cooperatives Vary Widely.*

*Bulletin Reprint 2 - Dairy Cooperatives Help Find Markets.*

*Bulletin Reprint 3 - Farmers Buy Supplies Cooperatively.*

*Bulletin Reprint 4 - Cooperatives Market Many Special Crops.*

*Bulletin Reprint 5 - Agricultural Cooperation - Pioneer to Modern.*

THE WORK OF THE FARMER COOPERATIVE SERVICE

By Joseph G. Knapp

Reprint 100, 1955. 12 pp.

*Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.*

BIBLIOGRAPHY ON COOPERATION IN AGRICULTURE

Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.

*This new list brings up to date from 1946 through 1953 the references on agricultural cooperatives in U. S. Department of Agriculture Library List 41.*

BIBLIOGRAPHY ON COOPERATION IN AGRICULTURE

U.S.D.A. Library List 41, 1948. 178 pp. Approx. 2,300 references.

*Provides a source of information on farmer cooperatives for teachers, research workers, students, officials and members of farmer cooperatives, and others.*

MERCHANDISING BY FARMERS' COOPERATIVES

Circular E-22. 16 pp.

*Describes the merchandising methods of large and well-organized cooperative sales agencies. For members, management, students, and teachers.*

## Economic Integration

COOPERATIVES AND AGRICULTURAL INTEGRATION. Sections A and B.  
By Staff of FCS and others in the cooperative field.  
Reprint 150, 1958. 12 pages each.

*Series of articles appearing in the NEWS FOR FARMER COOPERATIVES on the impact of agricultural integration on farmers and their cooperatives. It also includes articles on how some co-ops have integrated operations.*

### INTEGRATED AND RELATED OPERATIONS OF CENTRAL CAROLINA FARMERS EXCHANGE

By Martin A. Abrahamsen and Russell C. Engberg  
General Report 44, 1958. 31 pp.

*Includes a brief description of kinds of integration and covers the agricultural environment and highlights in operations of CCFE. Considers nature and extent of integrated farm enterprises, contractual arrangements used, and appraises future possibilities for and impacts of integration.*

### UNITED COOPERATIVE FARMERS, INC. - A STUDY IN ECONOMIC INTEGRATION

By John M. Bailey and Russell C. Engberg  
General Report 45, 1958. 13 pp.

*Shows the success of United Cooperative Farmers in integrating its operations by adhering to fundamental principles.*

## Financing

### HOW FARMERS FINANCE THEIR COOPERATIVES

Reprint 145, 1958. 8 pp.

*Includes four articles from the News for Farmer Cooperatives, highlighting some of the findings on financing methods and accompanying problems of farmer cooperatives.*

### METHODS OF FINANCING FARMER COOPERATIVES

By Helim H. Hulbert, Nelda Griffin and Kelsey B. Gardner  
General Report 32, 1958. 56 pp.

*Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.*

### REVOLVING FUND METHOD OF FINANCING FARMER COOPERATIVES

By Helim H. Hulbert, Nelda Griffin and Kelsey B. Gardner  
General Report 41, 1958. 60 pp.

*Explains the revolving fund method of financing and the use farmer cooperatives are making of it, based on a study of 1,157 marketing and farm supply cooperatives.*

### FINANCING FARMER COOPERATIVES

Educational Circular 5, revised 1957.

*Highlights ways farmer cooperatives obtain their capital and makes suggestions for sound operations.*

### FARMERS' EQUITIES IN THEIR MARKETING AND FARM SUPPLY COOPERATIVES, 1954

By Nelda Griffin, Helim H. Hulbert and Kelsey B. Gardner  
General Report 27, 1956. 6 pp.

*Shows farmers had over \$1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to \$1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.*

## History and Statistics

### STATISTICS OF FARMER COOPERATIVES, 1955-56

By Anne L. Gessner

General Report 48, 1958. 73 pp.

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*Gives number, volume of business, and memberships of marketing, farm supply and service cooperatives of farmers in the United States. Also breaks down this information by commodities.*

### STATISTICS OF FARMER COOPERATIVES, 1954-55

By Anne L. Gessner

General Report 31, 1957. 72 pp.

*Gives number of cooperatives, their memberships and volume of business for 1954-55. Gives totals, then a breakdown by marketing, farm supply, and service as well as by commodities.*

## Organizing

### FORMING FARMER COOPERATIVES

Educational Circular 10, revised 1956. 12 pp.

*For interested producers, technical advisers, teachers, and students of agricultural cooperation.*

### ORGANIZING A FARMER COOPERATIVE

Circular 18, revised 1956. 39 pp.

*Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.*



## Taxation

### RECENT FEDERAL INCOME TAX CHANGES AFFECTING FARMER COOPERATIVES

By George J. Waas

General Report 1, 1954. 18 pp.

*Explains amendments of May 29, 1953, to Internal Revenue Service regulations and takes place of Supplement No. 2 to Miscellaneous Report 156.*

### RECENT FEDERAL INCOME TAX CHANGES AFFECTING COOPERATIVES

By George J. Waas

Miscellaneous Report 156, 1951. 14 pp.

*Explains changes in Federal income tax laws and regulations, with Supplement 1.*

### PREPARING FEDERAL ANNUAL RETURNS FOR TAX-EXEMPT FARMERS' COOPERATIVES

Miscellaneous Report 106, 1947. 34 pp.

## News for Farmer Cooperatives

### COOPERATIVES - TOOLS FOR SELF HELP

News for Farmer Cooperatives, January 1958. 32 pp.

*Discusses the usefulness of the all-purpose farm tool -- farmer-owned and farmer-controlled cooperatives. Staff members of FCS describe the varied uses being made of cooperatives in their respective marketing, purchasing, or service field*



## EFFECTIVE COMMUNICATIONS - CORE OF CO-OP SUCCESS

News for Farmer Cooperatives, April 1958. 28 pp.

*Briefly covers 25-year history of publishing the News, lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.*

## FARMER COOPERATIVES MUST MEET NEW NEEDS

News for Farmer Cooperatives, January 1957. 36 pp.

*Looks at shifts in farming and traces briefly what various types of cooperatives must do to meet the needs of modern agriculture.*

## FARMERS ADJUST THEIR CO-OP SIGHTS

News for Farmer Cooperatives, January 1956. 32 pp.

*Shows how farmer cooperatives adjust to environmental conditions in which they operate by drawing on basic research and fundamentals, as well as new techniques and procedures to make the needed shifts.*

## NEW IDEAS FOR NEW TIMES

News for Farmer Cooperatives, January 1955. 28 pp.

*Presents the challenges farmers and their cooperatives face and gives some examples of how the associations were meeting current problems.*

## 25 YEARS OF KEEPING CO-OP GUIDEPOSTS UP-TO-DATE

News for Farmer Cooperatives, January 1952. 16 pp.

*Discusses the services and research of the Cooperative Research and Service Division, now the Farmer Cooperative Service.*

## HALF CENTURY OF CO-OP GROWTH, A

News for Farmer Cooperatives, January 1951. 28 pp.

*Reviews the progress made by farmer cooperatives in the first 50 years of the 20th century.*

## INDEXES - NEWS FOR FARMER COOPERATIVES

Volumes 8-16. April 1941-March 1950. 34 pp.

Volume 17, 18, 19, 20, 21, 22, 23, 24. April 1957 through March 1958.

*Indexes of articles in NEWS FOR FARMER COOPERATIVES. Of interest to persons having permanent files of this periodical. Indexes to the News sell for 15 cents each.*

## MANAGEMENT SERVICES

### Member and Public Relations

#### Communications

#### CHANGING PROBLEMS AND TECHNIQUES (In Communications)

By Stanley Andrews

Reprint 152, 1958. 4 pp.

*Reprint of a story appearing in the April 1958 News for Farmer Cooperatives.*

#### EFFECTIVE COMMUNICATIONS - CORE OF CO-OP SUCCESS

News for Farmer Cooperatives, April 1958. 28 pp.

*Briefly covers 25-year history of publishing the News, lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.*

HOW DO MEMBERS USE A CO-OP PAPER?

By Job K. Savage

General Report 30, 1957. 48 pp.

*Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.*

MAKING YOUR MEMBERSHIP PUBLICATION DO THE JOB

Miscellaneous Report 174, 1953. 6 pp.

*Outlines ways to improve cooperative membership publications.*

EDUCATIONAL PRACTICES OF FARMER COOPERATIVES

By Oscar R. LeBeau

General Report 8, 1951. 53 pp.

*Gives educational practices of 237 leading farmer cooperatives in the United States.*

MEMBERSHIP PUBLICATIONS TELL CO-OP STORY

Reprint 5, 1951. 20 pp.

*Reprints of a number of articles taken from NEWS FOR FARMER COOPERATIVES on the subject of membership relations.*

## Management

DIRECTORS DRIVEWHEEL OF COOPERATIVES

Section B. 1957. 19 pp.

*Carries more recent articles appearing in the NEWS FOR FARMER COOPERATIVES describing the jobs, duties and problems of a director.*

## EMPLOYEE INCENTIVE PLANS IN INDUSTRY

By Nelda Griffin

General Report 12, 1955. 42 pp.

*Summarizes information available on incentive payment plans in various kinds of businesses outside the cooperative field.*

## SELECTING AND ELECTING DIRECTORS OF FARMERS' COOPERATIVES

By Nelda Griffin, H. N. Weigandt, K. B. Gardner

General Report 14, 1955. 33 pp.

*Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.*

## GOOD MANAGEMENT KEY TO CO-OP SUCCESS

Reprint 52, 1953. 24 pp.

*Includes several articles reprinted from the NEWS FOR FARMER COOPERATIVES dealing with the importance of good management.*

## DIRECTORS DRIVEWHEEL OF COOPERATIVES

Reprint 2, 1951. 28 pp.

*Brings together in one place a number of articles published in recent years in NEWS FOR FARMER COOPERATIVES on jobs, duties, and problems of directors.*

## Meetings

### MAKING THE MOST OF YOUR CO-OP ANNUAL MEETING

By Oscar R. LeBeau and French M. Hyre  
Circular 22, 1957.

*Suggests ways for getting attendance and holding more effective meetings.*

### MR. CHAIRMAN

Information 6, 1957. 12 pp.

*Reprint from the NEWS FOR FARMER COOPERATIVES on parliamentary law, order of business, and what constitutes a quorum at a meeting.*

### FORMULAS FOR ANNUAL MEETINGS

News for Farmer Cooperatives, July 1953. 16 pp.

*Several farmer cooperatives provided these articles from the NEWS on how to conduct effective meetings.*

### IDEAS FOR MAKING ANNUAL MEETINGS EFFECTIVE

Reprint 9, 1951. 20 pp.

*Contains reprints of articles from NEWS FOR FARMER COOPERATIVES on how to improve annual meetings.*

## Member Participation

### HOW WOMEN HELP THEIR FARMER CO-OPS

By John H. Heckman and Oscar R. LeBeau  
Circular 15, 1957. 43 pp.

*Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.*

WOMEN AND CO-OPS

Reprint 123, 1956. 16 pp.

*A collection of articles from the NEWS FOR FARMER COOPERATIVES describing how women in various sections of the country aid their farmer cooperatives.*

MEMBER PARTICIPATION ... WHAT, HOW AND WHY?

Reprint 103, 1955. 8 pp.

*Includes three articles from the NEWS FOR FARMER COOPERATIVES entitled "What Does Participation Mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"*

MEMBERS KNOWLEDGE AND ATTITUDES -- CALAVO GROWERS OF CALIFORNIA

By A. W. McKay.

Circular C-137, 1950. 15 pp.

*Report of a study made of what members think of their cooperatives and what they know about them.*

## Public Relations

FARMER CO-OPS AND THE COMMUNITY

By John H. Heckman

Information 8, 1958. 12 pp.

*Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms some of the situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community and then highlighting ways to work with these groups.*

#### THE WORK OF STATE COOPERATIVE COUNCILS

By John H. Heckman and Jane L. Searce  
General Report 26, 1956. 75 pp.

*Discusses growth of the State Councils and some of their achievements.*

#### NEW IDEAS ON PUBLIC RELATIONS

Reprint 57, 1953. 20 pp.

*Furnishes more recent articles on education and public relations activities, picked up from the NEWS FOR FARMER COOPERATIVES, to supplement Reprint 11.*

#### PATRONS APPRAISE COOPERATIVE RELATIONS

By Oscar R. LeBeau  
Circular C-140, 1951. 46 pp.

*Gives results of a case study of one cooperative on effective ways to maintain good relations with members and the public.*

#### PUBLIC RELATIONS INEVITABLE

Reprint 11, 1951. 32 pp.

*This 32-page reprint contains many articles published in NEWS FOR FARMER COOPERATIVES in recent years on education and public relations vital to cooperative operation.*

### Youth

#### USING A LOCAL COOPERATIVE AS SOURCE MATERIAL FOR TEACHING

Educational Circular 14, revised 1958.

*For county agents, vocational agriculture teachers, and others giving instruction in farmer cooperatives.*



#### FUTURE FARMERS AND CO-OPS

Educational Aid 4, 1957. Reprinted from NEWS FOR FARMER COOPERATIVES. 50 pp.

*These articles describe youth activities in cooperation sponsored by cooperatives, 4-H clubs, vocational agriculture classes, and others.*

#### FARMER COOPERATIVES IN OUR COMMUNITY

By A. W. McKay

Educational Circular 12, 1956. 40 pp.

*An outline for classes and discussion groups describing the way farmer cooperatives have developed in a typical rural community.*

#### FARMER COOPERATION ... AN AMERICAN WAY

Educational Aids 1-A, 1-B, 1-C, 1-D, 1-E, 1-F, and 1-G, 1955 and '56, 4 to 11 pp. each.

*Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.*

#### BETTER LIVING

Educational Aid 3, 1955. 30 pp.

*Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.*

#### 4-H CLUBS AND CO-OPS

Educational Aid 2, 1955. 16 pp.

*Reprint of articles appearing in NEWS FOR FARMER COOPERATIVES on 4-H clubs and their activities.*



## GUIDE FOR TEACHING FARMER COOPERATION

By John H. Heckman

Educational Circular 3, 1955. 36 pp.

*Provides subject matter for vocational agriculture instructors to use in teaching about farmer cooperatives.*

## COOPERATIVE BUSINESS TRAINING FOR FARM YOUTH

By Oscar R. LeBeau and John H. Heckman

Circular 1, 1953. 54 pp.

*Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.*

## Cooperatives in Other Countries

### CO-OPS IN OTHER LANDS

Section B, 1958. 40 pp.

*A up-to-date series of articles appearing in the NEWS FOR FARMER COOPERATIVES on cooperatives in other lands.*

### AGRICULTURAL COOPERATION IN WESTERN EUROPE

By John H. Heckman and Anna E. Wheeler

General Report 4.

SECTION A - THE BENELUX COUNTRIES, 1954. 60 pp.

*First in a series of reports on cooperatives in Western Europe, Section A covers information on agricultural cooperatives in Belgium, the Netherlands, and Luxembourg.*

## AGRICULTURAL COOPERATION IN WESTERN EUROPE (Continued)

SECTION B - ENGLAND, FRANCE, ITALY, AND SWITZERLAND,  
1955. 125 pp.

*Second in a series of reports on cooperatives in Western Europe, Section B gives information on agricultural cooperation in England, France, Italy, and Switzerland.*

SECTION C - NORWAY, SWEDEN AND DENMARK, 1955. 85 pp.

*Last in this series of reports on cooperatives in Western Europe, Section C discusses agricultural cooperation in Norway, Sweden and Denmark.*

## CO-OPS IN OTHER LANDS

Reprint 23, 1952. 40 pp.

*Reprints of several articles appearing in NEWS FOR FARMER COOPERATIVES about cooperatives in other countries.*

## Transportation

### CAUSES OF LOSSES IN TRUCKING LIVESTOCK

By Joseph E. Rickenbacker

Marketing Research Report 261, 1958. 21 pp.

*Covers in some detail the results of observations of "loss-associated" conditions--overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, end gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.*

LOSSES OF LIVESTOCK IN TRANSIT IN  
MIDWESTERN AND WESTERN STATES

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

*Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.*

INTERSTATE TRUCKING OF FRESH AND FROZEN  
POULTRY UNDER AGRICULTURAL EXEMPTION

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 224, 1958. 88 pp.

*Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.*

TRANSPORTATION OF RICE IN THE SOUTH -- AN ECONOMIC SURVEY

By Ezekiel Limmer and Robert J. Byrne

Marketing Research Report 140, 1956. 51 pp.

*Furnishes information about rice transportation useful to the rice industry, the various carriers and the general public.*

COOPERATIVE FERTILIZER TRANSPORTATION  
IN THE NORTH CENTRAL STATES

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

*Graphically presents transportation cost and other data to help farmers develop a more efficient cooperative fertilizer distribution service in the area.*

MOTORTRUCK INVENTORY OF FARMER COOPERATIVES,  
MARCH 31, 1951

By Robert J. Byrne and Leonard N. Conyers

Miscellaneous Report 168, 1952. 20 pp.

*Gives results of a survey on the number, types, and distribution of motor trucks owned or leased by farmer marketing and purchasing cooperatives.*

COORDINATING TRANSPORTATION IMPROVES MARKETING  
AND PURCHASING FOR MINNESOTA COOPERATIVES

By Robert J. Byrne

Bulletin 57, 1950. 64 pp.

*Shows how a coordinated transportation set-up among Minnesota cooperatives gives them better and more economical service for their marketing and purchasing.*

NORTH DAKOTA COOPERATIVES COORDINATE  
TRANSPORTATION FOR ECONOMY AND SERVICE

By Leonard N. Conyers and Robert J. Byrne

Miscellaneous Report 132, 1949. 54 pp.

*Shows how one group of farmer cooperatives made savings by joining forces to handle their transportation.*

## COOPERATIVE MARKETING

### Cotton and Cottonseed

PROCESSING AND MARKETING COTTONSEED COOPERATIVELY

By W. W. Fetrow, Daniel M. McVey and Jane L. Searce

General Report 21, 1956. 76 pp.

*Gives in some detail information on the organization, services, operating methods, and policies of cooperative cottonseed oil mills.*

USING GIN MACHINERY MORE EFFECTIVELY

By Otis T. Weaver and Daniel M. McVey

Bulletin 7, 1955. 36 pp.

*Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.*

COSTS AND MARGINS OF COOPERATIVE COTTON  
GINS 1948-49 AND 1947-48

By Otis T. Weaver and Ward W. Fetrow  
Bulletin 67, 1951. 87 pp.

*Analyzes factors affecting costs and margins of 200 cooperative cotton gins in eight cotton areas, representing 89 cotton producing counties in seven States from Alabama to California.*

WORKING MANUAL FOR COOPERATIVE COTTONSEED  
OIL MILL OPERATORS

By Daniel M. McVey and Jane L. Searce  
Miscellaneous Report 128, 1949. 48 pp.

*Manual for managers, directors, and other officials of cooperative cottonseed oil mills. Gives information on yield, production, seasonal marketing, crushing consumption, and quantity and prices for cottonseed products. Also gives similar information on fats and oils and general economic situation.*

USING YOUR CO-OP GIN

Circular E-9, 1939. 12 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

## Dairy Products

SEASONAL MILK PRICING PLANS

By Stanley F. Krause  
Bulletin 12, 1958.

*Describes plans used to even out deliveries -- base-excess plans, fall premium plans, seasonal variations in class prices, and seasonal incentive of other price provisions.*

BULK MILK HANDLING IN 1955

By Joseph M. Cowden

General Report 22, 1956. 38 pp.

*Summarizes the extent and nature of the adoption of bulk methods of farm-to-plant transportation of milk.*

COMPARING BULK AND CAN MILK HAULING COSTS

By Joseph M. Cowden

Circular 14, 1956. 13 pp.

*Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs.*

DAIRY COOPERATIVES HELP FIND MARKETS

By Donald E. Hirsch

Bulletin Reprint 2, 1956. 14 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among dairy cooperatives.*

MEETING SEASONAL PROBLEM OF DAIRY  
COOPERATIVES THROUGH EDUCATION

By Stanley F. Krause

Bulletin 9, 1956. 42 pp.

*Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.*

SELECTING A PROGRAM FOR BUTTERFAT SAMPLING

By Homer J. Preston

Circular 11, 1956. 18 pp.

*Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed to the less technical audience.*

BUTTERFAT SAMPLING IN BULK HANDLING AND  
COMPARATIVE MILK SOLIDS LOSSES

By Homer J. Preston

General Report 10, 1955. 32 pp.

*Evaluates butterfat sampling procedures used in the bulk handling of milk. It also compares losses of milk solids with bulk and conventional can system.*

MILK DISTRIBUTION COSTS OF GEORGIA COOPERATIVES

By Donald E. Hirsch

General Report 16, 1955. 39 pp.

*Gives results of a cost study of 13 milk distributing cooperatives in Georgia -- comparing investment and operating costs of different size groups.*

PRICING MILK ACCORDING TO USE

By Stanley F. Krause

Bulletin 6, 1955. 50 pp.

*Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.*

SELLING MILK - IDEAS FOR COOPERATIVE MANAGERMENTS

By Donald E. Hirsch

General Report 20, 1955. 50 pp.

*Outlines problems in selling fluid milk and describes ways in which cooperatives have sought to meet these problems. Also provides helpful hints on developing sales personnel and maintaining good public relations.*

DEVELOPING BUTTERFAT SAMPLING AND TESTING PROGRAMS

By Homer J. Preston

Bulletin 5, 1954. 52 pp.

*Describes variations in butterfat tests of individual producers to help cooperatives select the best sampling program at a minimum cost.*



ESTIMATING THE "MARKET VALUE" OF  
A MILK DISTRIBUTING BUSINESS

By Donald E. Hirsch

General Report 3, 1954. 36 pp.

*Provides management of small cooperatives with market value information to assist them in selling or buying milk distributing businesses.*

PROGRESS IN FARM-TO-PLANT BULK MILK HANDLING

By Noel Stocker

Circular 8, 1954. 53 pp.

*Reports on extent, location and practices of dairy firms -- cooperatives and others -- in adopting bulk milk handling.*

FALL PREMIUM MILK PRICING PLANS

By Norris T. Pritchard

Circular 4, 1952. 39 pp.

*Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.*

FARM-TO-PLANT MILK HAULING PRACTICES OF DAIRY COOPERATIVES

By Joseph M. Cowden

Bulletin 69, 1952. 63 pp.

*Discusses milk hauling practices of a selected group of cooperatives.*

PRODUCTION AND SALES RECORDS FOR MILK  
DISTRIBUTING COOPERATIVES

By Donald M. Swartz

Miscellaneous Report 159, 1952. 49 pp.

*Presents a series of product and sales records designed to help milk distributing cooperatives meet their record keeping problems.*



## DAIRY COOPERATIVES AND LARGE-SCALE PLANTS

By Donald E. Hirsch

Miscellaneous Report 155, 1951. 37 pp.

*Discusses the trend toward larger dairy plants.*

## BUTTER PRICING BY IOWA CREAMERIES

By A. G. Mathis and Donald E. Hirsch

Circular C-136, 1950. 38 pp.

*Gives methods of pricing butter by more than 70 creameries in Iowa and outlines factors involved in determining prices paid by individual creameries.*

## AN ANALYSIS OF THE BASE-QUOTA PLAN IN THE MEMPHIS MILKSHED

By Hans G. Hirsch and Irwin R. Hedges

Miscellaneous Report 131, 1949. 42 pp.

*Explains how the base-quota plan is working for dairy producers in this area.*

## FLOOR PLANS FOR SMALL COOPERATIVE DAIRY PLANTS

By D. D. Brubaker

Miscellaneous Report 93, 1945. 36 pp.

*Explains and illustrates several floor plans to guide associations planning to expand or remodel their plants.*

## COOPERATIVE CREAMERY ACCOUNTING

By D. D. Brubaker

Bulletin 39, 1939. 99 pp.

*Description of accounting problems and procedures, both financial and product, during organization and operation of local cooperative creameries. Suggested forms and sample entries illustrate the procedure for each operation, including the preparation of summary statements and annual reports.*

## Fruits and Vegetables

### FRUIT AND VEGETABLE BARGAINING COOPERATIVES

By Wendell M. McMillan

Circular 25, 1958. 72 pp.

*First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.*

### COORDINATED MARKETING FOR PROCESSED FRUITS AND VEGETABLES

By Irwin W. Rust

General Report 33, 1957. 40 pp.

*Reports on results of a survey of 53 cooperative fruit, vegetable, and special crop processors, to assist cooperatives and others in a study of problems involved in a joint marketing program, reaction to the possibilities of such a program, and suggesting some plans for implementing it.*

### COSTS OF CANNING SWEET CORN IN SELECTED PLANTS

By E. C. Collins and Job K. Savage

Marketing Research Report 184, 1957. 48 pp.

*An analysis of costs of canning sweet corn in seven plants -- two of them cooperatively owned. This study should be helpful to others in improving their own plant operations by comparing operations.*

### USING YOUR FRUIT AND VEGETABLE CO-OP

Educational Circular 7, 1955. 12 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

### ACQUIRING CITRUS FRUIT FOR CONCENTRATING BY PROCESSORS IN FLORIDA

By Wm S. Hoofnagle and J. K. Samuels

Miscellaneous Report 173, 1953. 15 pp.

*Gives ways processors acquire citrus fruit for concentrates.*

FARMERS' PRODUCE MARKETS IN THE UNITED STATES  
PART III. SHIPPING POINT FRUIT AND VEGETABLE MARKETS  
Marketing Research Report 17, 1952. 72 pp.

*This report concludes the series of reports covering "Farmers' Produce Markets in the United States." This report may be obtained from Publications Distribution Section of Agricultural Marketing Service.*

SELECTED INDUSTRY-WIDE FRUIT MARKETING PROGRAMS

By Hugh C. Kiger

Miscellaneous Report 167, 1952. 54 pp.

*Describes in detail four representative marketing programs operating under Government legislation: the British Columbia tree fruit industry in British Columbia, peaches for processing in Ontario, California lemon products, and California dried prunes.*

FOOD BROKERS APPRAISE COOPERATIVE MARKETING PRACTICES

By Anne L. Gessner and Edward C. Collins

Circular C-142, 1951. 17 pp.

*Summarizes information obtained from food brokers handling about two-thirds of the fruits and vegetables canned by cooperatives.*

CITRUS PACKING HOUSE COSTS IN CALIFORNIA

By J. K. Samuels and George L. Capel

Circular C-138, 1951. 16 pp.

*Discusses the factors affecting the cost of packing citrus fruit in California.*

COOPERATIVE FRUIT AND VEGETABLE SHIPPING POINT AUCTIONS

By Charles K. Baker

Bulletin 64, 1951. 60 pp.

*Discusses reasons why cooperative fruit and vegetable auctions have proved so popular and also some of the limitations to selling by this method.*

COOPERATIVE MARKETING OF POTATOES IN THE UNITED STATES

By George M. Goldsborough

Bulletin 62, 1951. 74 pp.

*Outlines origin and growth of cooperative potato marketing, its services to agriculture and contribution to marketing, and suggests possible future course of cooperative development in the potato industry.*

COORDINATING THE MARKETING OF FLORIDA CITRUS FRUIT

By G. H. Goldsborough

Miscellaneous Report 143, 1950. 69 pp.

*Gives data and opinions assembled from 80 Florida fresh citrus fruit shippers and 34 citrus processors.*

MEMBERS KNOWLEDGE AND ATTITUDES -- CALAVO  
GROWERS OF CALIFORNIA

By A. W. McKay

Circular C-137, 1950. 15 pp.

*Report of a study made of what members think of their cooperatives and what they know about them.*

THE CALIFORNIA FRUIT GROWERS EXCHANGE SYSTEM

By Kelsey B. Gardner and A. W. McKay

Circular C-135, 1950. 124 pp.

*Discusses citrus fruit industry in California and Arizona with particular emphasis on the operations of the California Fruit Growers Exchange (now known as Sunkist Growers, Inc.)*

MARKETING PRACTICES OF COOPERATIVES PROCESSING  
CANNED AND FROZEN FRUITS AND VEGETABLES

By Anne L. Gessner and E. C. Collins

Miscellaneous Report 151, 1949. 88 pp.

*Gives general picture of the distribution channels used and sales policies employed by these cooperatives during the 1948-49 season.*

COOPERATIVE MARKETING OF APPLES IN THE UNITED STATES

By John H. Heckman and George H. Goldsborough

Bulletin 55, 1948. 101 pp.

*Shows origin and development of cooperative marketing of apples, the services these associations perform, and their contributions to the apple industry.*

MARKETING POLICIES OF THE CALIFORNIA PRUNE

AND APRICOT GROWERS ASSOCIATION

By Harry C. Hensley

Circular C-132, 1948. 54 pp.

*Analysis of the business set-up and marketing system of the Sunsweet association.*

FARMERS' PRODUCE MARKETS IN THE UNITED STATES

PART II. PLANS AND FACILITIES

Miscellaneous Report 107, 1947. 112 pp.

*Deals with plans of facilities of markets where farmers and farm women sell their products, often directly to the consumer.*

TERMINAL FRUIT AUCTIONS AS MARKETING

AGENCIES FOR FARMER COOPERATIVES

By Kelsey B. Gardner

Bulletin 29, 1938. 90 pp.

*Analyzes in detail the functions and services of terminal auctions to help cooperatives determine whether they should market their fruits and vegetables by this method.*

## Grain

### NEW COUNTRY ELEVATORS -- INFLUENCE OF SIZE AND VOLUME ON OPERATING COSTS

By Thomas E. Hall

Circular 10, 1955. 29 pp.

*Shows influences of size and volume on operating costs of local elevators in the hard winter Wheat Belt and offers suggestions on building new facilities.*

### USING YOUR CO-OP ELEVATOR

Educational Circular 8, revised 1955. 12 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

### ARTIFICIAL CORN DRYING BY SELECTED ELEVATORS IN INDIANA

By Walter K. Davis and James A. Shute

General Report 5, 1954. 20 pp.

*Compares the costs, charges and practices for artificial drying of corn at 29 country elevators with those of a terminal elevator.*

### WHERE AND HOW MUCH CASH GRAIN STORAGE FOR INDIANA FARMERS

By Thomas E. Hall, J. W. Hicks, Walter K. Davis  
and Norman Coats

Bulletin 68, 1952. 46 pp.

*Gives advantages and disadvantages to Indiana farmers of storing cash grain at local terminal elevators and also factors affecting how much storage is needed.*

### CHANGING GRAIN STORAGE COSTS, FARM VS. ELEVATOR

By Thomas E. Hall

Circular 6, 1953. 20 pp.

*Compares farmers' costs for storing cash grain on the farm and at the elevator and traces reasons for changes in relationships, with elevator now cheaper than farm storage under average conditions.*



## ORGANIZATION STRUCTURE OF FARMERS' ELEVATORS

By Harold Hedges

Circular C-115, reprinted 1952. 50 pp.

*Tells how to reorganize old elevators and organize new ones. Particularly for the use of those who contemplate forming an elevator association and for associations that need reorganization. (Includes organization forms and marketing agreements.)*

## FACTORS AFFECTING MARGINS AND COSTS IN MARKETING

KANSAS GRAIN, 1945-46 TO 1948-49

By Edward B. Ballow

Bulletin 66, 1951. 60 pp.

*Discusses influence of volume, managers' ability, business competition, and storage operations on costs. Study includes 48 cooperative elevators in Kansas.*

## WHERE AND HOW MUCH CASH GRAIN STORAGE FOR NORTH DAKOTA FARMERS

By Thomas E. Hall, P. V. Hemphill,

C. H. Meyer and W. K. Davis

Bulletin 61, 1951. 52 pp.

*Compares costs to North Dakota farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decisions that storage should be provided for only average or normal requirements.*

## WHERE AND HOW MUCH CASH GRAIN STORAGE FOR OKLAHOMA FARMERS

By Thomas E. Hall, Adlowe L. Larson,

Howard S. Whitney and C. H. Meyer

Bulletin 58, 1950. 48 pp.

*Compares cost to Oklahoma farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.*

## ACCOUNTING PROCEDURE FOR COOPERATIVE GRAIN ELEVATORS

By Edward B. Ballow

Bulletin 28, 1938. 222 pp.

*Detailed outline of recommended accounting procedure for the use of cooperative grain elevators; includes specific examples of accounting forms and methods of setting up and operating individual accounts.*

## Livestock and Wool

### CAUSES OF LOSSES IN TRUCKING LIVESTOCK

By Joseph E. Rickenbacker

Marketing Research Report 261, 1958. 21 pp.

*Covers in some detail the results of observations of "loss-associated" conditions--overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.*

### LOSSES OF LIVESTOCK IN TRANSIT IN MIDWESTERN AND WESTERN STATES

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

*Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.*



IMPROVING LIVESTOCK MARKETING EFFICIENCY - A STUDY OF  
NINE COOPERATIVE LIVESTOCK MARKETS IN OHIO, INDIANA  
AND MICHIGAN

By Ira M. Stevens and R. L. Fox  
General Report 39, 1958. 42 pp.

*Covers results of a study of nine branch livestock markets representing three regional cooperatives in Ohio, Indiana, and Michigan, and suggests ways these and similar livestock markets can improve their efficiency.*

FARMER MEAT PACKING ENTERPRISES IN THE UNITED STATES

By R. L. Fox  
General Report 29, 1957. 21 pp.

*Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.*

INEDIBLE OFFAL AS A HOG FEED

By Bert D. Miner  
General Report 37, 1957. 18 pp.

*Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.*

MANUFACTURERS' AND TOPMAKERS' VIEWS ON  
SOME WOOL MARKETING PROBLEMS

By Walter L. Hodde  
General Report 34, 1957. 30 pp.

*Discusses answers from 29 topmakers and wool manufacturers on their preferences and problems in buying wool.*

GLADES LIVESTOCK MARKET ASSOCIATION -- A FLORIDA OPERATION

By C. G. Randell

Circular 13, 1956. 63 pp.

*Analyzes this auction's experience, giving an account of its operations, and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.*

LIVESTOCK AUCTIONS IN THE NORTHEASTERN STATES

By C. G. Randell

Bulletin 8, 1956. 43 pp.

*Describes livestock auctions in 10 Northeastern States -- giving useful material for improving livestock marketing methods and facilities.*

WAYS TO IMPROVE LIVESTOCK AUCTIONS IN THE NORTHEAST

By C. G. Randell

Circular 16, 1956. 10 pp.

*Suggests improvements in location, design and construction of facilities, equipment and operations of livestock auctions in the Northeastern States.*

FEEDER CALF SALES IN THE SOUTHEASTERN STATES

By C. G. Randell and Anna E. Wheeler

Circular 9, 1955. 44 pp.

*Discusses history, problems, and possibilities of feeder calf sales in the Southeastern States.*

USING YOUR LIVESTOCK CO-OP

Educational Circular 4, revised 1955. 16 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

USING YOUR WOOL COOPERATIVE

Educational Circular 2, revised 1954. 9 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

#### MEASURING THE MARKETABILITY OF MEAT-TYPE HOGS

By R. L. Fox, Anna E. Wheeler and C. G. Randell

Circular C-152, 1953. 41 pp.

*Reports on possibilities of detecting differences in value of various type hogs and of reflecting these to hog producers. Actual tests showing differences between live appraisals and the carcass value were made on 1,710 hogs.*

#### PRODUCING AND MERCHANDISING SAUSAGE IN SMALL PLANTS

Circular 5, 1953. 59 pp.

*Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.*

#### DECENTRALIZED MARKETING BY PRODUCERS LIVESTOCK

COOPERATIVE ASSOCIATION, COLUMBUS, OHIO

By R. L. Fox and C. G. Randell

Bulletin 65, 1951. 152 pp.

*Tells how Producers Livestock Cooperative Association, Columbus, Ohio, has worked out an effective decentralized marketing system for its 100,000 members.*

### Poultry and Eggs

#### INTERSTATE TRUCKING OF FRESH AND FROZEN

POULTRY UNDER AGRICULTURAL EXEMPTION

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 224, 1958. 88 pp.

*Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.*

## COOPERATIVE MARKETING OF TURKEYS

By Henry W. Bradford and John J. Scanlan  
Circular 23, 1957.

*Traces development of turkey cooperatives, the types now operating, and outlines their procedures and organization.*

## POULTRY AND EGG COOPERATIVES VARY WIDELY

By John J. Scanlan  
Bulletin Reprint 1, 1956. 18 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among poultry cooperatives.*

## USING YOUR POULTRY AND EGG COOPERATIVE

By John J. Scanlan  
Educational Circular 9, 1955 - Slightly revised. 13 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

## OPERATING COSTS OF 15 COOPERATIVE POULTRY DRESSING PLANTS

By R. A. Eastwood and J. J. Scanlan  
Bulletin 4, 1952. 73 pp.

*Gives detailed information from a study made of operating costs at 15 plants.*

## COOPERATIVE MARKETING OF EGGS AND POULTRY IN OHIO

By Harry E. Ratcliffe  
Bulletin 59, 1950. 69 pp.

*Discusses operations of Ohio egg and poultry cooperatives, location and territory served, volume handled, and methods of assembling eggs. Gives historical background of egg and poultry cooperatives in Ohio.*

PLANS AND OPERATIONS OF FARM AND SMALL  
COMMERCIAL POULTRY DRESSING PLANTS

By George A. Amacker and John J. Scanlan  
Miscellaneous Report 147, 1950. 53 pp.

*Summarizes first-hand information on poultry dressing gathered from 48 farms and small commercial plants, and gives suggested layouts and equipment requirements. Gives floor plans of typical farm and commercial plants.*

LAYOUT AND OPERATIONS OF COOPERATIVE  
POULTRY DRESSING PLANTS

By W. M. Hurst  
Miscellaneous Report 101, 1946. 46 pp.

*Gives information on plant design and operations of 13 farmer cooperative poultry dressing plants, and includes several suggested floor plans.*

## Special Crops

### Dry Beans

COOPERATIVES MARKET MANY SPECIAL CROPS

By Henry M. Bain  
Bulletin Reprint 4, 1956. 23 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Describes the development of co-ops that market special crops, their current situation and probable direction they may go.*

WESTERN STATES BEAN COOPERATIVE - JOINT SALES AGENCY

By Henry M. Bain

Circular 7, 1954. 26 pp.

*Describes the history, operating methods, management, capital structure, and membership of Western States Bean Cooperative. Some 6,000 producers through six dry bean marketing associations in Colorado, Idaho, Wyoming and Montana own this joint sales agency.*

## Rice

TRANSPORTATION OF RICE IN THE SOUTH -- AN ECONOMIC SURVEY

By Ezekiel Limmer and Robert J. Bryne

Marketing Research Report 140, 1956. 51 pp.

*Furnishes information about rice transportation useful to the rice industry, the various carriers and the general public.*

MARKETING RICE COOPERATIVELY

By Henry M. Bain

Circular 19, 1956. 30 pp.

*Discusses services farmer cooperatives perform in drying and storing, marketing, processing, and merchandising rice.*

## Tobacco

GROWER ATTITUDES TOWARD MARKETING TOBACCO COOPERATIVELY  
Circular C-144, 1952. 54 pp.

*This study of grower attitudes gives ways by which a cooperative can keep its members better informed, marketing problems of growers, and ways the co-op can improve its service to members.*

## PURCHASING

### Farm Supplies

#### General

PURCHASING COOPERATIVES - AN ESSENTIAL  
TOOL FOR THE MODERN FARMER

By Martin A. Abrahamsen  
Information 5, 1957. 12 pp.

*Reviews some of the more important developments that account for the changes in farming and explains why the farmer looks to his cooperative to help get the goods and services he needs to carry on his present-day farm activities.*

FARMERS BUY SUPPLIES COOPERATIVELY

By J. Warren Mather  
Bulletin Reprint 3, 1956. 29 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives story of development of farm supply cooperatives, their current status, and trends.*



## USING YOUR FARM SUPPLY CO-OP

By J. Warren Mather and Martin A. Abrahamsen  
Educational Circular 6, 1955. 12 pp.

*For members, county agents, extension workers, vocational teachers, students, and others.*

## HANDBOOK ON MAJOR REGIONAL FARM SUPPLY COOPERATIVES 1954 AND 1955

By J. Warren Mather and Jane L. Searce  
General Report 25, 1956. 61 pp.

*Presents information on 23 major regional farm supply cooperatives. Also analyzes combined group to show scope, character and significance of their business.*

## BUSINESS RESEARCH OF REGIONAL FARM SUPPLY CO-OPS

By Martin A. Abrahamsen  
General Report 13, 1955. 25 pp.

*Supplies information on business research to help regional farm supply cooperatives evaluate their operations and services to farmers.*

## OPERATIONS OF MAJOR REGIONAL PURCHASING COOPERATIVES 1941-1951

By Martin A. Abrahamsen and Jane L. Searce  
Circular C-148, 1952. 25 pp.

*Gives operating trends, types of retail outlets, and value of farm supplies distributed at wholesale and retail and farm products marketed 1941-1951.*

## Credit and Inventory

CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY  
COOPERATIVES - AREA III - WISCONSIN, MINNESOTA,  
NORTH DAKOTA, SOUTH DAKOTA AND NORTHERN IOWA

By T. R. Eichers

General Report 43, 1958. 29 pp.

*Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY  
CO-OPS. AREA I - MICHIGAN, INDIANA, OHIO, PENNSYLVANIA

By John M. Bailey

General Report 38, 1958. 17 pp.

*Covers the operations of eight local retail co-ops, including supplies handled, and how they were acquired, maintained and moved, with suggestions for improvement.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY  
COOPERATIVES -- AREA III. WISCONSIN, MINNESOTA,  
NORTH DAKOTA, SOUTH DAKOTA AND NORTHERN IOWA

By T. R. Eichers

General Report 50, 1958. 24 pp.

*Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.*

CONTROLLING OPEN ACCOUNT CREDIT IN FEED COOPERATIVES

By Lacey F. Rickey and Charlie B. Robbins

Circular 24, 1957.

*Reports how 38 farmer cooperatives handling feed take care of their credit operations.*

## CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY CO-OPS

By John M. Bailey

General Report 35, 1957. 36 pp.

*Study of credit practices in Pennsylvania, Ohio, Indiana, and Michigan among eight local farm supply cooperatives to determine what was being done. Also contains recommendations for improved practices.*

## Feed

### COOPERATIVE ALFALFA DEHYDRATORS - COSTS AND OPERATIONS

By Lacey F. Rickey

Circular 12, 1956. 30 pp.

*Is a case study of operating costs at eight cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.*

### GETTING YOUR FEED IN BULK

By Lacey F. Rickey

Information 1, 1955. 5 pp.

*Picture leaflet tracing steps in converting from sack to bulk feed delivery -- with some suggestions for both mill and farmers.*

### FEED BAGS - KINDS, COSTS AND PROBLEMS

By Lacey F. Rickey

Circular 2, 1954. 21 pp.

*Shows advantages and disadvantages of three types of feed bags most commonly used -- cotton, burlap, and paper.*

DELIVERING FEED IN BULK  
By Lacey F. Rickey  
Circular 3, 1952. 30 pp.

*Discusses methods, equipment, costs and operating problems in delivering bulk feed.*

COSTS OF PELLETING FEEDS AT SELECTED COOPERATIVE FEED MILLS  
By Lacey F. Rickey  
Bulletin 3, 1951. 27 pp.

*Analyzes cost of pelleting feed at 14 cooperative feed mills located in various parts of the country.*

OPERATING COSTS OF SELECTED COOPERATIVE  
FEED MILLS AND DISTRIBUTORS  
By Lacey F. Rickey  
Bulletin 56, 1950. 87 pp.

*Analyzes operating costs of 26 cooperative feed mills and 21 retail feed distributing organizations. Gives operating statements for individual mills and distributors. Of particular interest to managers and directors of similar types of plants.*

FARMERS' COOPERATIVE FEED MILLS - PLANS AND OPERATIONS  
By W. M. Hurst  
Miscellaneous Report 125, 1948. 41 pp.

*Gives drawings and discussions on 26 farmer cooperative feed grinding and mixing plants.*

## Fertilizer

### DISTRIBUTION OF FERTILIZER BY COOPERATIVES IN THE SOUTH

By Warren K. Trotter

Bulletin 11, 1958.

*Supplies basic information on the rapid changes taking place in the South in types of fertilizers used and its distribution by farmer cooperatives.*

### BULK DISTRIBUTION OF FERTILIZER AND LIME IN THE NORTHEAST

By Warren K. Trotter

General Report 24, 1956. 38 pp.

*Reports on the experiences of affiliates of the Cooperative G.L.F. Exchange, Ithaca, N. Y., in distributing fertilizer and lime by bulk handling methods.*

### PROBLEMS OF WESTERN COOPERATIVES IN OBTAINING AND DISTRIBUTING FERTILIZER

By Martin A. Abrahamsen and Claude L. Scroggs

General Report 11, 1955. 37 pp.

*Points out to cooperatives in Western States some problems in manufacturing and distributing fertilizer.*

### COOPERATIVE FERTILIZER TRANSPORTATION IN THE NORTH CENTRAL STATES

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

*Gives a graphic presentation of certain transportation cost and other data for the use of farmers in developing a more efficient cooperative fertilizer distribution service in the North Central States.*

### FARMERS' COOPERATIVE FERTILIZER MANUFACTURING PLANTS (FACILITIES AND OPERATIONS)

By Eugene G. Grab, W. M. Hurst and Claude L. Scroggs

Circular C-145, 1952. 30 pp.

*Describes three types of fertilizer plants and discusses possibilities for bulk delivery of fertilizer.*

ECONOMIC ASPECTS OF TRANSPORTATION AFFECTING A COOPERATIVE  
FERTILIZER PROGRAM IN THE NORTH CENTRAL STATES

By Claude L. Scroggs

Miscellaneous Report 149, 1951. 78 pp.

*Gives information on procurement, manufacturing, and distributing fertilizer for 29 cooperative mixing plants and nine superphosphate acidulating plants in the North Central States.*

COOPERATIVE MANUFACTURE AND DISTRIBUTION OF  
FERTILIZER BY SMALL REGIONAL DRY-MIX PLANTS

By John H. Lister

Circular C-126, 1941. 102 pp.

*Analysis of the operations of three farmers' fertilizer manufacturing associations in Alabama and Virginia. Contains organization forms and statistics on membership, cost of operation, and savings to farmers.*

## Petroleum

PAY PLANS FOR CO-OP TANK TRUCK SALESMEN

By J. Warren Mather

General Report 46, 1958. 25 pp.

*Analyzes various pay plans used by petroleum cooperatives throughout the country, and discusses these plans in relation to their effects on volume, costs, employee turnover, and credit control.*

STANDARDS FOR TANK TRUCK SERVICEMEN IN WEST CENTRAL STATES

By J. Warren Mather

Circular C-149, 1953. 23 pp.

*Gives standards set up, differences in delivery operations and costs, and helps in meeting standards.*

## PETROLEUM OPERATIONS OF FARMER COOPERATIVES

By J. Warren Mather

Circular C-139, 1951. 46 pp.

*Gives comprehensive picture of what petroleum operations cooperatives are handling -- covering retail outlets, wholesaling, refining, crude oil production, and the like. Gives figures on volume of business.*

## Farm Services

### Credit Unions

#### RURAL CREDIT UNIONS IN INDIANA

By Arthur H. Pursell

General Report 47, 1958. 26 pp.

*Analyzes the operations of rural credit unions in Indiana; appraises their effectiveness as savings and lending institutions and examines the manner and extent to which they benefit the farmers and farm supply cooperative with which they are associated.*

#### RURAL CREDIT UNIONS IN THE UNITED STATES

By Arthur H. Pursell

General Report 49, 1958. 7 pp.

*Contains information on 33 State credit union leagues, which reported 525 rural credit unions in operation as of January 1, 1957.*



RURAL CREDIT UNIONS. Section A.

Reprint 159, 1958. 12 pp.

*Series of articles appearing in the News for Farmer Cooperatives on credit unions in the United States.*

## Insurance

### RETIREMENT PLANS OF FARMER COOPERATIVES

By French M. Hyre

Circular 21, 1957. 17 pp.

*Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.*

### DEVELOPING A GROUP INSURANCE PLAN FOR EMPLOYEES OF COOPERATIVES

By French M. Hyre

General Report 17, 1955. 24 pp.

*Based upon a study of 40 selected group insurance plans used by farmer cooperatives. Discusses characteristics, factors affecting costs, kinds available, and ways of determining costs.*

FARMERS' MUTUAL WINDSTORM-INSURANCE COMPANIES

By Gordon A. Bubolz

Bulletin 21, 1938. 39 pp.

*Outlines origin, growth, and significance of farm mutual windstorm-insurance companies. Discusses contract forms, internal organization, methods of operation, protection offered, and cost of protection.*

Rural Health

RURAL HEALTH COOPERATIVES

By Helen L. Johnston

Bulletin 60, 1950. 93 pp.

*Outlines purposes and general principles of health cooperatives. Discusses accomplishments, membership, operations, and services offered. Based on a survey of 48 health cooperatives.*

COOPERATION FOR RURAL HEALTH

By Helen L. Johnston

Miscellaneous Report 123, 1948. 55 pp.

*Reviews operations of rural health cooperatives during the period 1945-47. Summarizes broad measures to improve health services, outlines in detail three systems of prepayment, and suggests how rural health improvement programs can be worked out in communities where little or nothing has been done.*

## Frozen Food Locker Plants

### BUSINESS MANAGEMENT OF FROZEN FOOD LOCKER AND RELATED PLANTS

By James J. Mullen and Lloyd M. DeBoer

Marketing Research Report 258, 1958. 93 pp.

*Identifies the major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.*

### FROZEN FOOD LOCKER PLANTS IN THE UNITED STATES

By L. B. Mann

General Report 51, 1958. 2 pp.

*Twenty-first annual count of frozen food locker plants by States.*

### INEDIBLE OFFAL AS A HOG FEED

By Bert D. Miner

General Report 37, 1957. 18 pp.

*Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.*

### 1955 SURVEY -- FROZEN FOOD LOCKER PLANTS

By P. C. Wilkins, L. B. Mann and B. D. Miner

Utilization Research Report 1, 1957. 39 pp.

*Shows the status of the frozen food locker industry at the beginning of 1955.*

### FROZEN FOOD LOCKERS -- HIGHLIGHTS OF A SURVEY

By P. C. Wilkins, L. B. Mann and B. D. Miner

Circular 17, 1956. 17 pp.

*Reports highlights of a national survey of frozen food locker plants.*

MERCHANDISING COMMERCIAL FROZEN FOODS  
BY LOCKER PLANTS, 1952

By L. B. Mann and P. C. Wilkins

Miscellaneous Report 175, 1953. 13 pp.

*Gives extent to which locker plants operate as whole-salers and retailers of commercial frozen food.*

OPERATING COSTS OF SELECTED FROZEN  
FOOD LOCKER COOPERATIVES

By P. C. Wilkins and L. B. Mann

Bulletin 71, 1953. 59 pp.

*Gives cost of each major processing and storage service for three midwestern frozen food locker cooperatives.*

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- 128. Working manual for cooperative cottonseed oil  
mill operators
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General Reports (Not for sale):

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4. Agricultural cooperation in Western Europe -  
Section A. Benelux countries. Section B. England, France, Italy, and Switzerland.  
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5. Artificial corn drying costs, charges, and practices in Indiana
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8. Educational practices of farmer cooperatives
10. Butterfat sampling in bulk handling and comparative milk solids losses

11. Problems of western cooperatives in obtaining and distributing fertilizer
12. Employee incentive plans in industry
13. Business research of regional farm supply co-ops
14. Selecting and electing directors of farmer cooperatives
16. Milk distribution costs of Georgia cooperatives
17. Developing a group insurance plan for employees of cooperatives
20. Selling milk ... ideas for cooperative management
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51. Frozen food locker plants in the United States: Twenty-first annual count, Jan. 1958

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## FILMS ON FARMER COOPERATIVES

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Farmer Cooperative Service

### FARMER COOPERATIVES TODAY (color, sound 20 min.)

*Produced by Farmer Cooperative Service, this film tells what farmer cooperatives are, the jobs their members call on them to do, and how they do them. Outlines types of cooperatives farmers have set up and the kinds of business services they perform. Contains some scenes from FARMERS WORKING TOGETHER. Released 1956.*

### FARMER COOPERATIVES IN EUROPE (black and white, sound, 20 min.)

*Produced in Europe by Foreign Operations Administration in cooperation with International Federation of Agricultural Producers. Distributed in the USA by Farmer Cooperative Service to show how European farmers make use of their cooperatives.*

### THE RURAL CO-OP (black and white, sound, 20 min.)

*Produced during the occupation following World War II by the Civil Affairs Division, Department of the Army, to tell Germans, Austrians, and Japanese about American farmer cooperatives. Distributed in the United States by the Farmer Cooperative Service.*

### FARMERS WORKING TOGETHER (color, sound, 20 min.)

*Describes the operations, organization, and general activities of farmer cooperatives. Outlines the principles of cooperation and shows how farmers use co-ops to process and market their products; to purchase farm supplies; and to provide themselves with business services. Scenes of co-ops shown in every part of the United States. Released in 1952.*

### LIVESTOCK COOPERATIVES IN ACTION (color, sound, 20 min.)

*From before the days of the Chisholm trail cooperative action has been a creed and a tradition in the livestock industry as is shown in this 2-reel colored picture. Specific services available to producers through livestock marketing cooperatives are detailed.*

Farmer Cooperative Service Films are available through the Director of Information of the Farm Credit District serving your state. Requests should go directly to him to avoid loss of time from forwarding those sent to this office.

